

Fig. 1

1/36

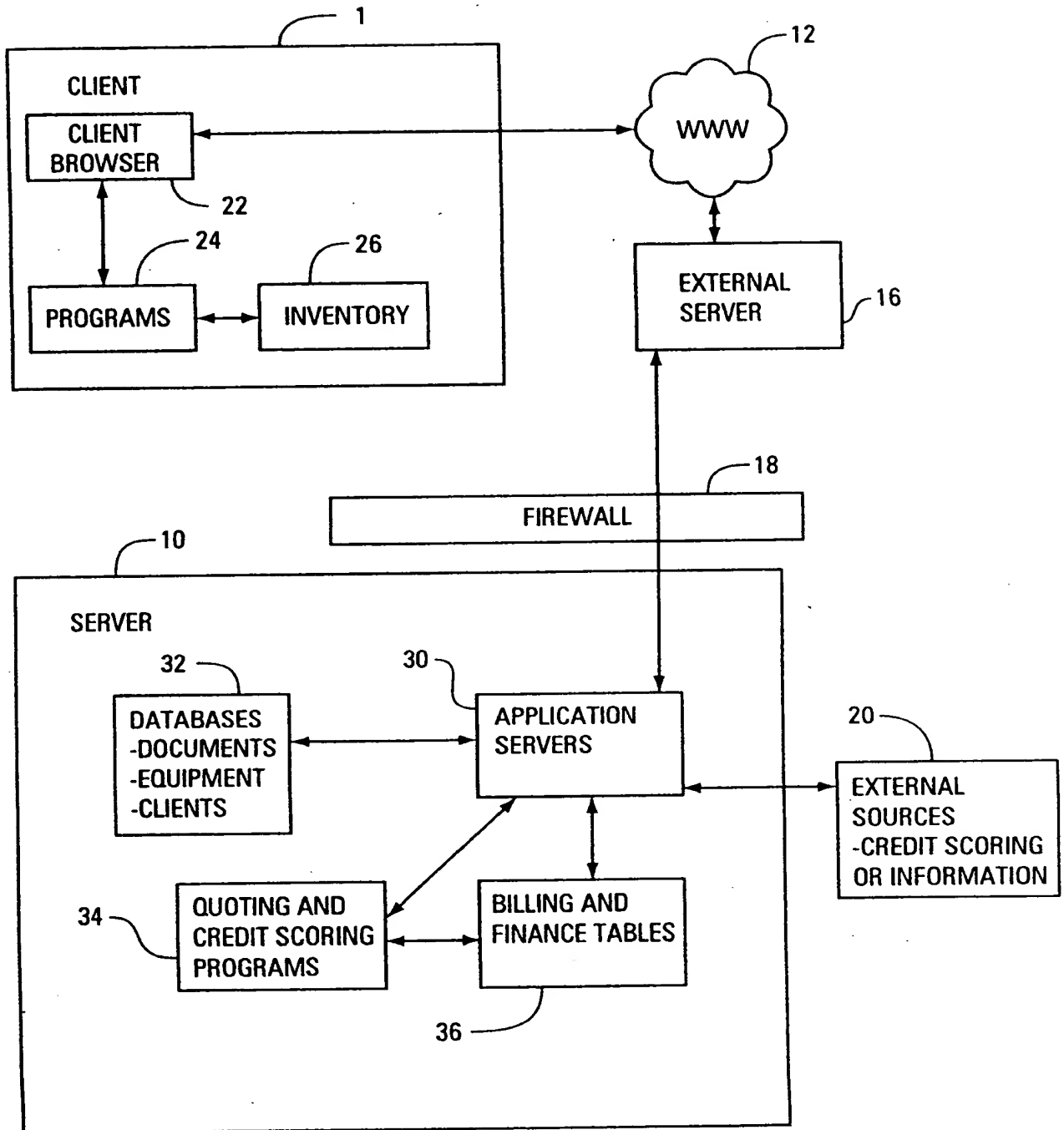
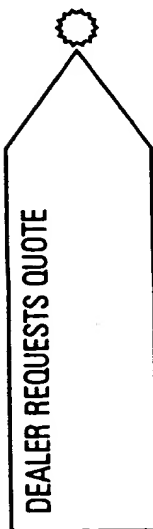


FIG. 2

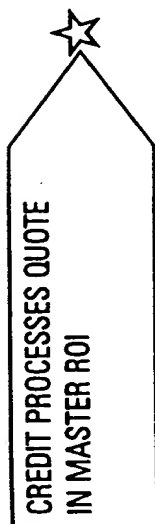
DEALER SERVICES: CURRENT PROCESS  
SPEED (FAX/PHONE) ★ PRODUCTIVITY (COMPUTER ENTRY)

QUOTE PROCESS

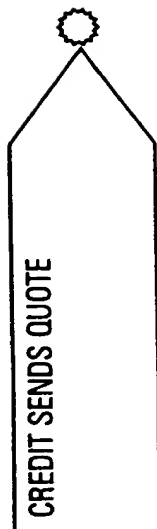
DEALER REQUESTS QUOTE



CREDIT PROCESSES QUOTE  
IN MASTER ROI

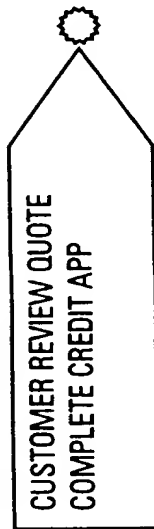


CREDIT SENDS QUOTE

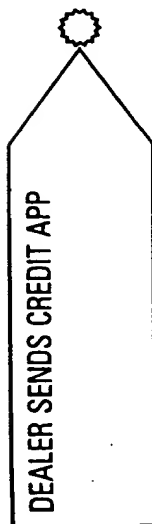


CREDIT PROCESS

CUSTOMER REVIEW QUOTE  
COMPLETE CREDIT APP



DEALER SENDS CREDIT APP

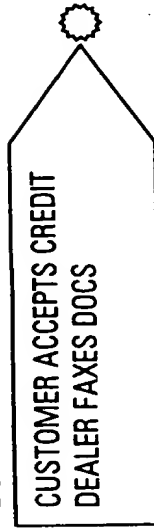


CREDIT PROCESSES CREDIT APP

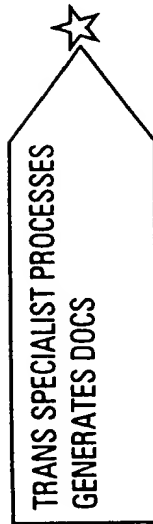


DOCUMENTATION PROCESS

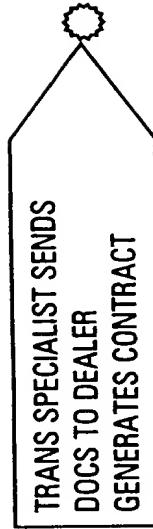
CUSTOMER ACCEPTS CREDIT  
DEALER FAXES DOCS



TRANS SPECIALIST PROCESSES  
GENERATES DOCS

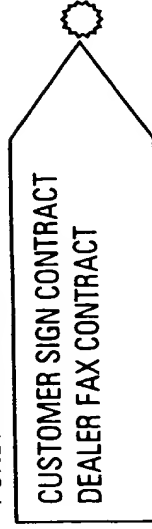


TRANS SPECIALIST SENDS  
DOCS TO DEALER  
GENERATES CONTRACT

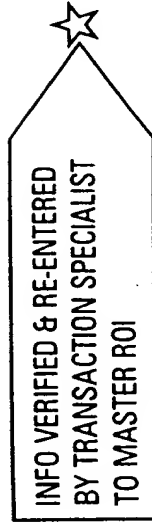


FUNDING PROCESS

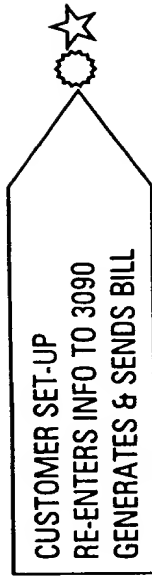
CUSTOMER SIGN CONTRACT  
DEALER FAX CONTRACT



INFO VERIFIED & RE-ENTERED  
BY TRANSACTION SPECIALIST  
TO MASTER ROI



CUSTOMER SET-UP  
RE-ENTERS INFO TO 3090  
GENERATES & SENDS BILL



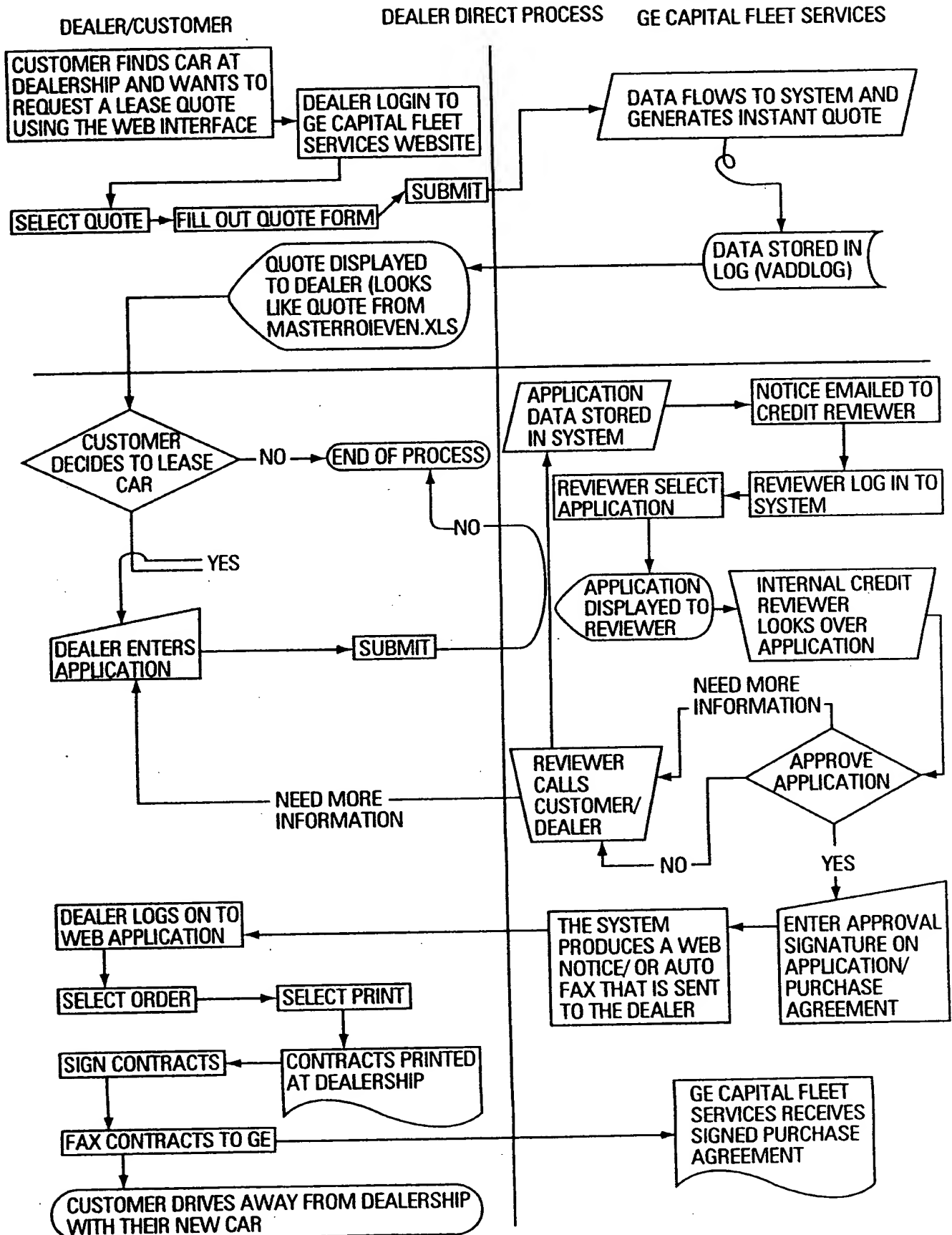


Fig. 4 4/36

GE ASAP CREDIT BUYER (CB) PROCESS

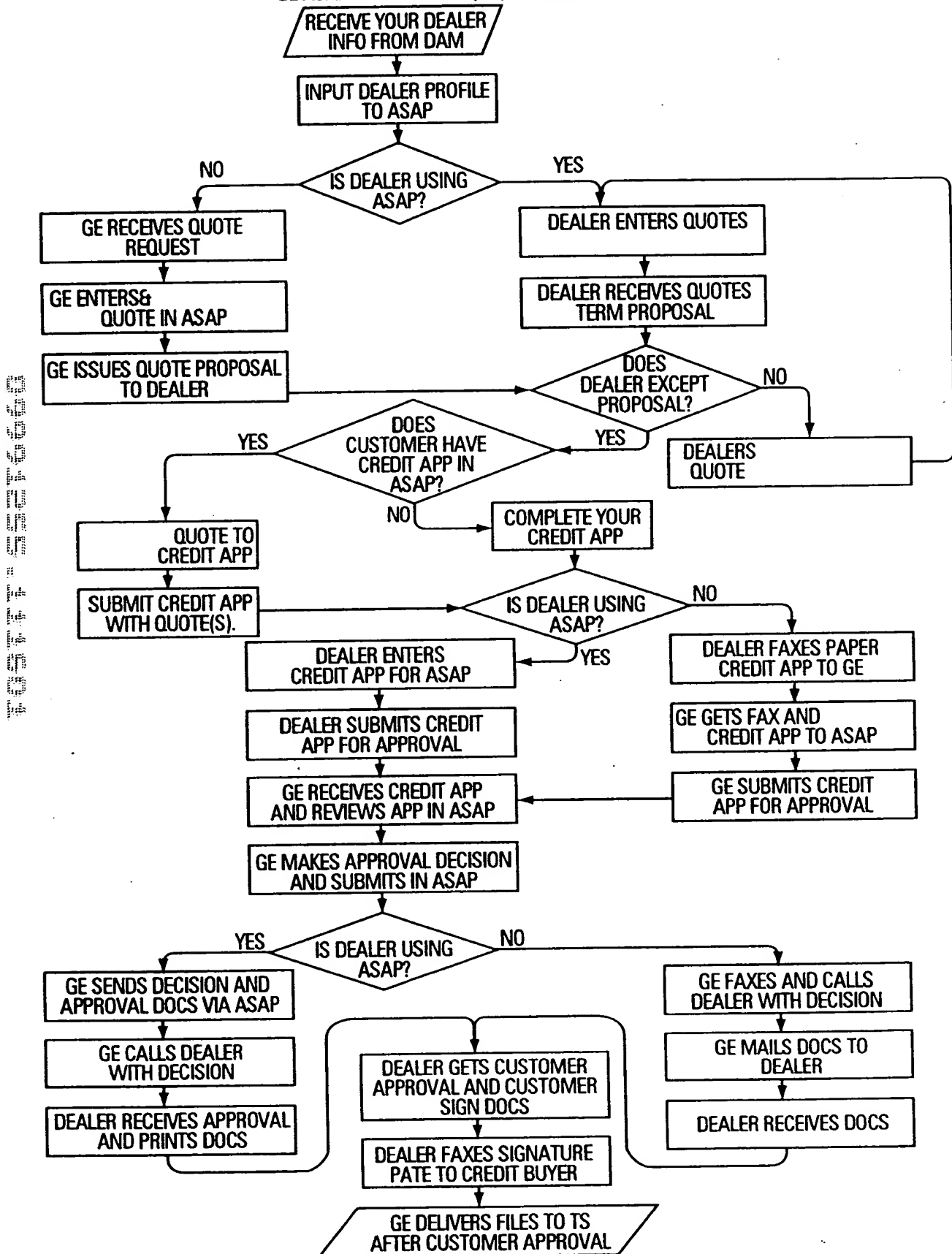


Fig. 5 5/36

GE ASAP SPECIALTY MARKETS SALES (SMS) PROCESS

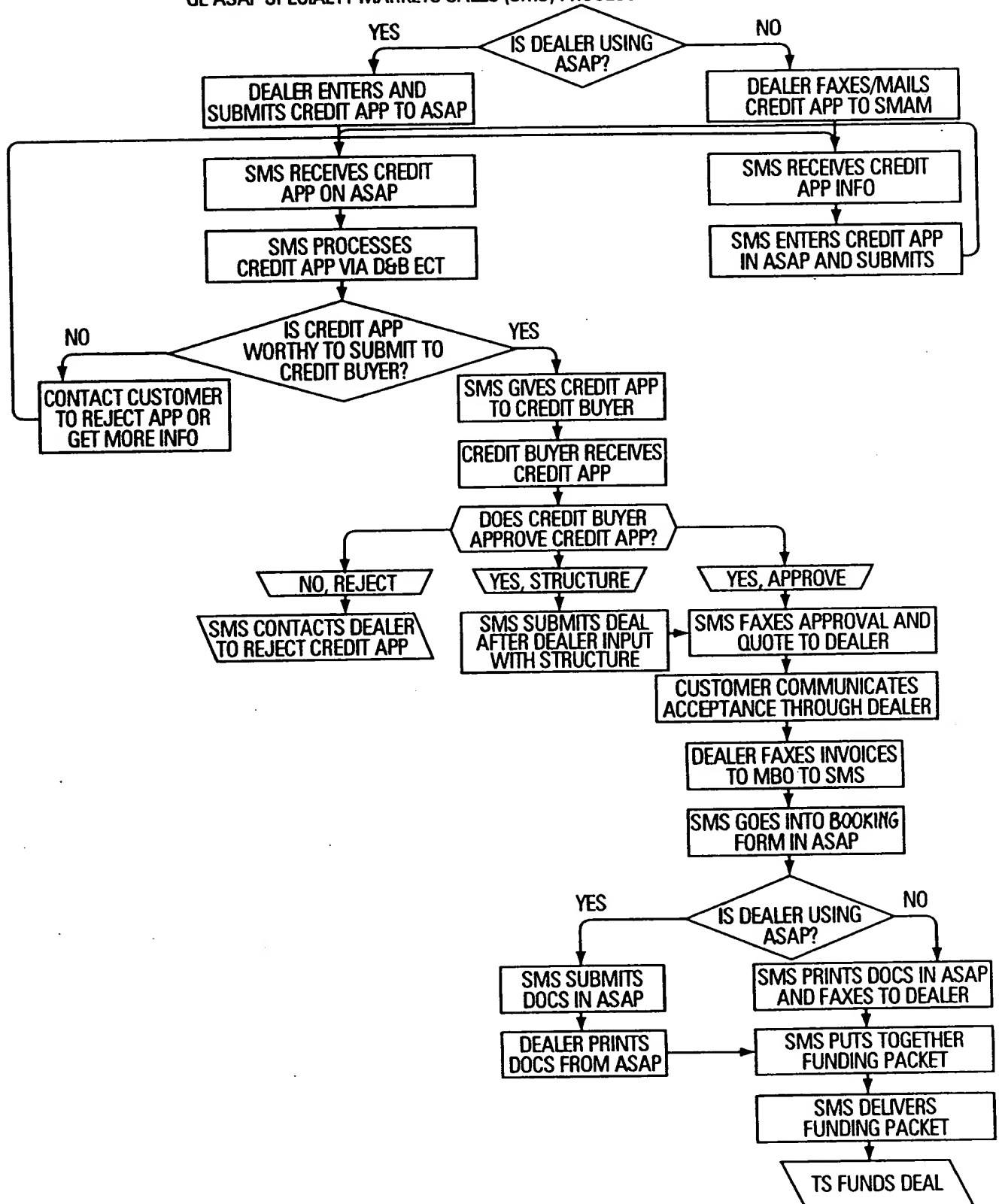


Fig. 6 6/36

GE ASAP TRANSACTION SPECIALIST BASIC PROCESS

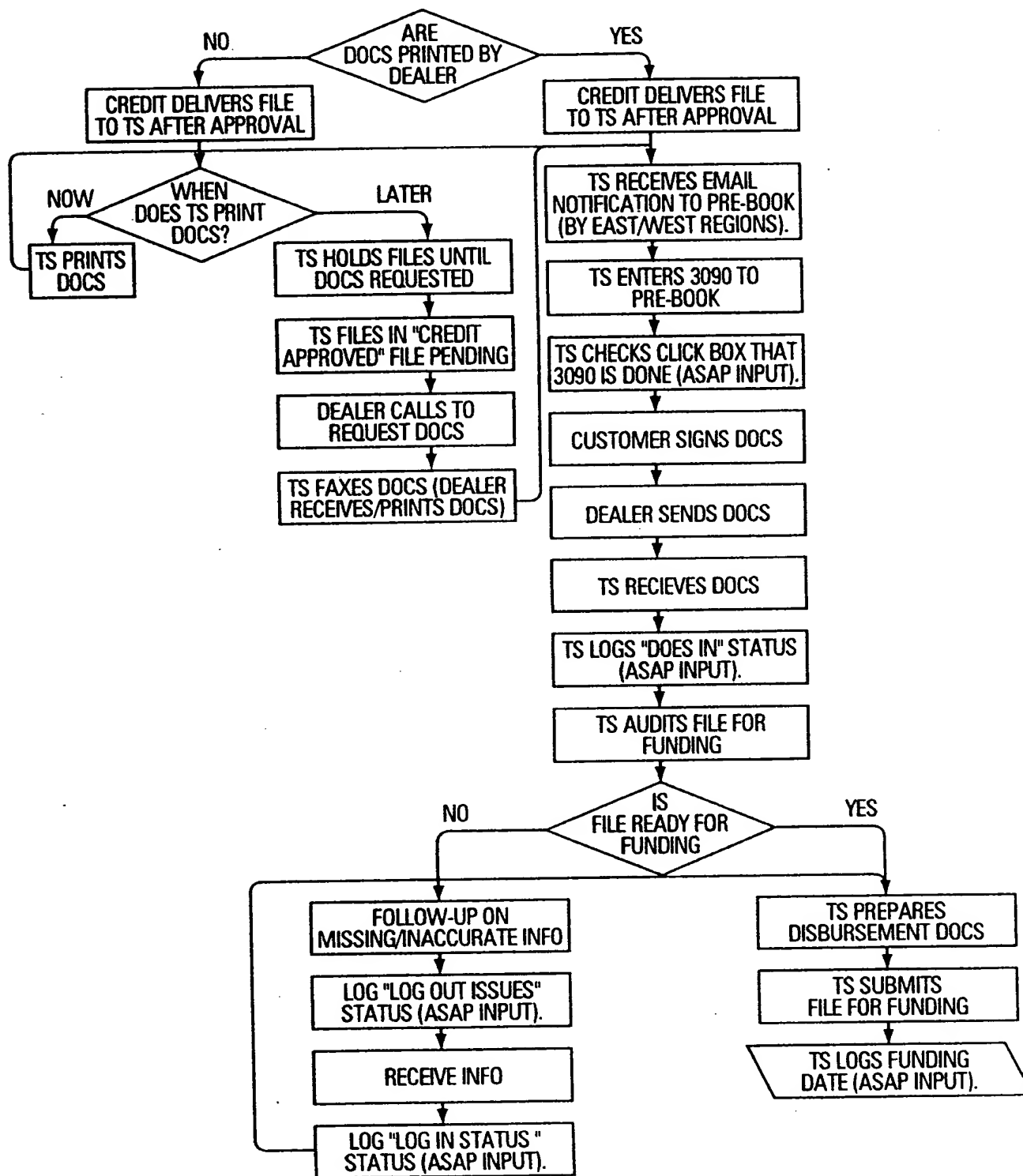


Fig. 7 7/36

GE ASAP TRANSACTION SPECIALIST EDIT PROCESS

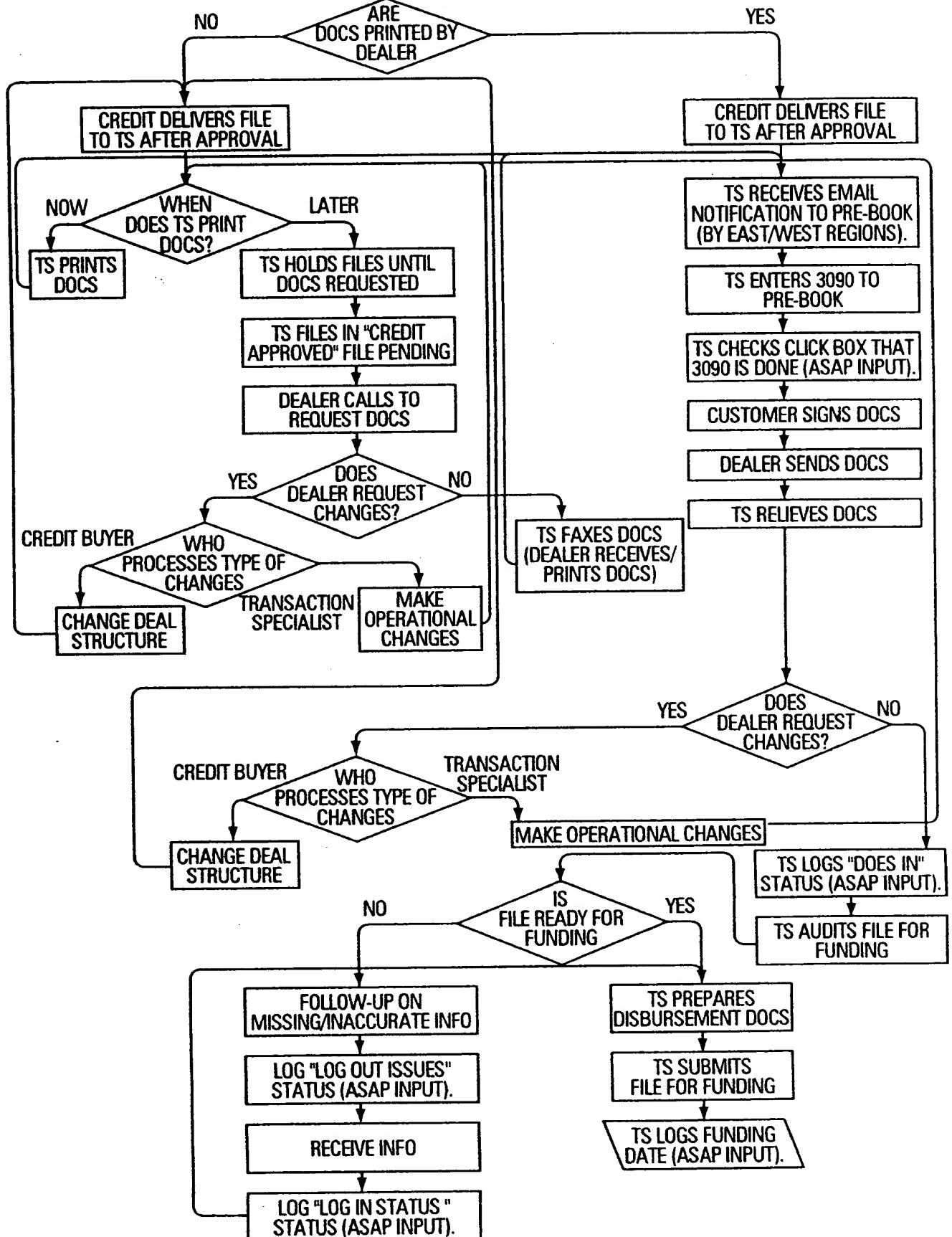
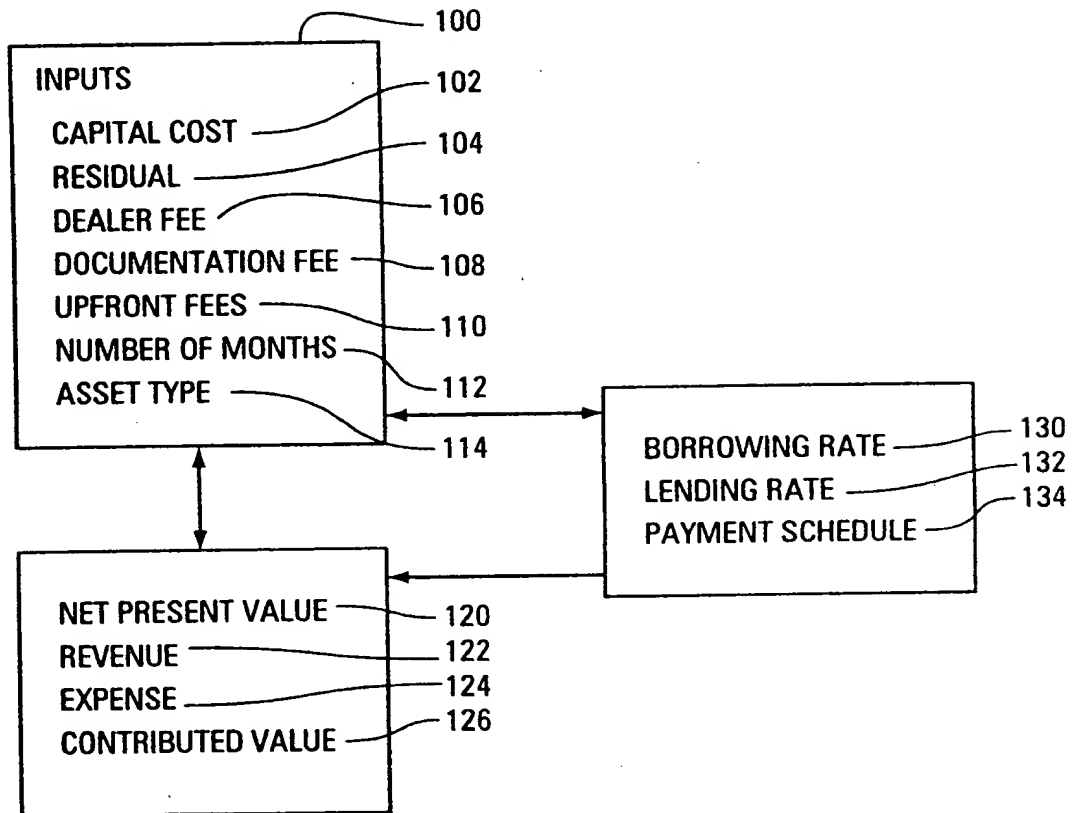


Fig. 8





9/36

Fig. 9

AUDI MAIN MENU - MICROSOFT INTERNET EXPLORER

FILE
EDIT
VIEW
GO
FAVORITES
HELP

BACK
FORWARD
STOP
REFRESH
HOME
SEARCH
FAVORITES
HISTORY
CHANNELS
FULL SCREEN
MAIL
PRINT
EDIT

ADDRESS

HTTP://USEPRAS08CFTSGE/AUDI/HTML/

GE CAPITAL  
FLEET SERVICES

AUDI DEMO
QUOTE#
USER:
DATE:

AUDI MAIN MENU

SEARCH

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EDIT DEALER PROFILES

ALLOWS YOU TO:

MAKE CHANGES TO GENERAL INFORMATION ABOUT YOUR DEALERSHIP, OR TO ADD/DELETE SALESPeOPLE & USER ID NUMBERS

---

WHAT YOU'LL NEED:

DEALERSHIP COMMERCIAL SALES & BUSINESS INFORMATION, COMMERCIAL CONTACT PEOPLE, FUNDING POLICY AND CHECK/WIRE TRANSFER ACCOUNT INFORMATION.

VIEW OF EDIT DEALER PROFILE

10/36

Fig. 10

REQUEST QUOTE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/

**GE CAPITAL FLEET SERVICES**

AUDI DEMO    QUOTE#    USER:    DATE: 7/28/1999

REQUEST A QUOTE

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

DEALER

DEALER INFORMATION

DEALER NAME:

COMMERCIAL CONTACT NAME:

PHONE:     FAX:

DEALER RESERVE (POINTS AS A % OF CAP. COST):

DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP:

DEALER ACCOUNT MANAGER:     PHONE:     FAX:

CREDIT BUYER:     PHONE:     FAX:

**GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**


11/36

Fig. 11


REQUEST QUOTE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/

AUDI DEMO QUOTE# USER: DATE:7/28/1999

 GE CAPITAL FLEET SERVICES REQUEST A QUOTE

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

VEHICLE AND FINANCING INFORMATION

CUSTOMER NAME  NON-PROFIT ☐ VEHICLES TO BE LICENSED IN:

MODEL YEAR:  MAKE:  MODEL:  PRICE \$

UPFITTING DESCRIPTION  PRICE \$

TRADE EQUITY \$

CASH DOWNPAYMENT \$

TOTAL DEDUCTIONS \$

TITLE, LICENSE & REGISTRATION \$

SALES TAX (UPFRONT TAX STATES ONLY) \$

TOTAL AMOUNT TO BE FINANCED \$

TAX RATE TO BE CHARGED ON MONTHLY PAYMENT  %

ASSET TYPE  ▾

LEASE TERM (NUMBER OF MONTHS)

RESIDUAL \$  OR  %

EFFECTIVE TERM

12/36

Fig. 12

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL  
FLEET SERVICES

AUDI DEMO

QUOTE#  
GE\_QUOTENEMBERG

USER:  
GE\_UADLUSERG

DATE:  
7/26/1999

CREDIT APPLICATION

SEARCH

HELP  
MAIN MENU  
REQUEST QUOTE  
CREDIT APPLICATION  
APPLICATION STATUS  
EDIT DEALER PROFILE  
ROI  
ANALYST SUMMARY  
REPORTS  
WHAT'S NEW  
EXIT  
CONTACT US

CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

BUSINESS INFORMATION

LEGAL CORPORATE NAME/BUSINESS NAME  
NON-PROFIT ☐

STREET ADDRESS 1

STREET ADDRESS 2

CITY STATE ZIP COUNTY  
 CT

SELECT ONE BUSINESS START DATE CONTACT NAME  
☐ CORPORATION   
☒ PARTNERSHIP   
☐ SOLE PROPRIETERSHIP

IF CORPORATION  
DATE OF INCORPORATION STATE OF INCORP. CORPORATE ID NO.  
 MN

CURRENT FLEET SIZE  
 CARS  
 LUXURY CARS  
 LIGHT TRUCKS  
 MEDIUM TRUCKS  
 HEAVY DUTY TRUCKS  
 TRAILERS

WHERE FINANCED? (OPTIONAL)  
GE CAPITAL   
GE CAPITAL   
GE CAPITAL   
GE CAPITAL   
GE CAPITAL   
GE CAPITAL

«PREV NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


13/36


Fig. 13

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

 GE CAPITAL FLEET SERVICES

AUDI DEMO

QUOTE# USER: DATE:  
 &E\_QUOTENEMBER& &E\_UADLUSER& 7/26/1999

CREDIT APPLICATION [SEARCH](#)

[HELP](#) [CUSTOMER](#) [OWNERS](#) [CREDITORS](#) [INSURANCE](#) [HAZARDS](#) [SIGNATURE](#)

[MAIN MENU](#)

[REQUEST QUOTE](#)

[CREDIT APPLICATION](#)

[APPLICATION STATUS](#)

[EDIT DEALER PROFILE](#)

[ROI](#)

[ANALYST SUMMARY](#)

[REPORTS](#)

[WHAT'S NEW](#)

[EXIT](#)

[CONTACT US](#)

PRINCIPAL OWNERS

OWNER NAME PCT. OF OWNERSHIP SS# PHONE

STREET ADDRESS STREET ADDRESS 2

CITY STATE ZIP

CT

SELECT ONE MORTGAGE/RENT\$ MORTGAGE HOLDER

☐ OWN HOME ☒ RENT

OWNER NAME PCT. OF OWNERSHIP SS# PHONE

STREET ADDRESS STREET ADDRESS 2

CITY STATE ZIP

CT

SELECT ONE MORTGAGE/RENT\$ MORTGAGE HOLDER

☒ OWN HOME ☐ RENT

[ADDITIONAL OWNERS](#)

[«PREV](#) [NEXT»](#)

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

14/36  
Fig. 14

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES AUDI DEMO CREDIT APPLICATION

QUOTE# USER: DATE: 7/26/1999  
 &E\_QUOTENUMBER& &E\_UADLUSER& [SEARCH]

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

BANK INFORMATION

BANK NAME: BANK OFFICER: TITLE:

CITY STATE PHONE

CT

TYPE OF RELATIONS ACCOUNT #S

☐ ACTIVE LINE OF CREDIT

☐ TERM LOANS

☐ MORTGAGE

☐ CHECKING

MAJOR CREDITORS

NAME	CITY	STATE	TYPE OF CREDIT	PHONE	CONTACT
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		
		CT	AUTO/TRUCK		

ADDITIONAL CREDITORS

«PREV» «NEXT»


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


Fig. 15

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER


FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

 **GE CAPITAL FLEET SERVICES** **AUDI DEMO** **CREDIT APPLICATION** **QUOTE#** **USER:** **DATE:**  
 &E\_QUOTENEMBER& &E\_UADLUSER& 7/26/1999 **SEARCH**

<b>HELP</b>	<b>CUSTOMER</b> <b>OWNERS</b> <b>CREDITORS</b> <b>INSURANCE</b> <b>HAZARDS</b> <b>SIGNATURE</b>
<b>MAIN MENU</b>	<b>BANK INFORMATION</b>
<b>REQUEST QUOTE</b>	<b>INSURANCE COMPANY NAME</b> <input type="text"/>
<b>CREDIT APPLICATION</b>	<b>AGENT NAME</b> <b>PHONE</b> <b>FAX</b> <input type="text"/> <input type="text"/> <input type="text"/>
<b>APPLICATION STATUS</b>	<b>STREET ADDRESS</b> <b>STREET ADDRESS 2</b> <input type="text"/> <input type="text"/>
<b>EDIT DEALER PROFILE</b>	<b>CITY</b> <b>STATE</b> <b>ZIP</b> <input type="text"/> <input type="text" value="CT"/> <input type="text"/>
<b>ROI</b>	<b>AUTO COVERAGES</b> <b>COMPREHENSIVE COVERAGES</b> <b>COLLISION COVERAGES</b> <input type="text"/> <input type="text"/> <input type="text"/>
<b>ANALYST SUMMARY</b>	<b>DEDUCTIBLE AMOUNTS</b> <b>POLICY NO.</b> <b>POLICY EXP. DATE</b> <input type="text"/> <input type="text"/> <input type="text"/>
<b>REPORTS</b>	<b>«PREV</b> <b>NEXT»</b>
<b>WHAT'S NEW</b>	
<b>EXT</b>	
<b>CONTACT US</b>	

 **GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**

16/36

Fig. 16

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES

AUDI DEMO

CREDIT APPLICATION

QUOTE# 8E QUOTENEMBERG

USER: 8E UADLUSER

DATE: 7/26/1999

SEARCH

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

Y2K INFORMATION

HAS YOUR BUSINESS MADE AN ASSESSMENT OF THE COST, TIME, EFFORT, AND IMPACT THAT YEAR 2000 MAY HAVE ON YOUR BUSINESS AND FINANCES?

☒ YES

☐ NO

Y2K PROJECT LEADER NAME

PHONE

HAZARDOUS SUBSTANCES

WILL VEHICLES LEASED FROM GE CAPITAL BE USED TO TRANSPORT HAZARDOUS SUBSTANCES REQUIRED TO BE PLACARDED?

☐ YES

☒ NO

«PREV

NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM



17/36

Fig. 17

CREDIT APPLICATION - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/CREDITAPP.HTML

GE CAPITAL FLEET SERVICES AUDI DEMO CREDIT APPLICATION

QUOTE# USER: DATE: 7/26/1999  
 &E QUOTENUMBER& &E UADL USER& SEARCH

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

SIGNATURE

THE UNDERSIGNED CERTIFIES THAT THE ABOVE INFORMATION GIVEN FOR CREDIT PURPOSES IS TRUE AND CORRECT AND AUTHORIZES GE CAPITAL FLEET SERVICES AND ANY CREDIT BUREAU OR INVESTIGATIVE AGENCY TO INVESTIGATE REFERENCES, STATEMENTS, OR OTHER DATA LISTED ACCOMPANYING THIS APPLICATION. THE UNDERSIGNED AUTHORIZES ALL PARTIES CONTACTED TO RELEASE CREDIT AND FINANCIAL INFORMATION REQUESTED AS PART OF SAID INVESTIGATION.

SIGNATURE (TYPE FULL NAME) TITLE DATE

VEHICLE TYPE - YEAR/MAKE/MODEL PRICE ESTIMATE VEHICLE IS: ADDITION

QUOTE NUMBERS THIS APPLICATION COVERS:

«PREV NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 18

QUOTE STATUS - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/QUOTESTATUS.HTML

AUDI DEMO QUOTE# USER: DATE:

GE CAPITAL FLEET SERVICES &E DEALERNAME& QUOTES

HELP CUSTOMER OWNERS CREDITORS INSURANCE HAZARDS SIGNATURE

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

THE STATUS OF THE CREDIT REQUESTS CURRENTLY OPEN FOR <NAME GOES HERE> ARE LISTED BELOW. CLICKING ON ANY OF THOSE REQUESTS WILL BRING YOU TO YOUR CREDIT REQUEST WHERE YOU WILL HAVE THE FOLLOWING OPTIONS.

- IF CREDIT APPLICATION APPROVED
- ACCEPT, CUSTOMER ACCEPTS GEFCs TERMS AND THE CREDIT PROCESS CONTINUES
- REJECT. CREDIT APPLICATION IS DISCARDED.
- EDIT. MAKE CHANGES TO THE INFORMATION WITHING THE CREDIT APPLICATION AND RESUBMIT APPLICATION STATUS

QUOTE NUMBER	APPLICANT NAME	COMPANY NAME	QUOTE DATE	CONTACT
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&
&E_QUOTELINK&	&E_DEALERNAME&	&E_DEALERLEGALNAME&	&E_QUOTEDATA&	&E_CONTACT&

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


19/36

Fig. 19


DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E\_QUOTENUMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES DEALER PROFILE

HELP	DEALER	CONTACTS	SALES	FUNDING
------	--------	----------	-------	---------

DEALER INFORMATION

DEALER NAME  
&E\_DEALER\_NAME&

LEGAL NAME TRADE NAME (D.B.A.)  
&E\_LEGAL\_NAME& &E\_TRADE\_NAME&

STREET ADDRESS PHONE FAX  
&E\_DEALER\_ADDR1& &E\_DEALER\_PHO &E\_DEALER\_FAX\_P

STREET ADDRESS 2  
&E\_DEALER\_ADDR2&

CITY STATE ZIP  
&E\_DEALER\_CITY&   &E\_DEALER\_ZIP&

SELECT ONE ☐ DEALER ☐ BROKER

DEALER STANDING MARKET SEGMENT

DEALER ACCOUNT MANAGER PHONE FAX  
&E\_DAM\_NAME& &E\_DEALER\_PHO &E\_DEALER\_FAX\_P

TERRITORY YEARS IN BUSINESS  
&E\_TERRITORY\_NAME& &E\_DATEBST

DB CHECKED ☐

NAME VERIFIED ☐

FINANCIALS REC'D ☐

AGREEMENT REC'D ☐


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 20


DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP


BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E\_QUOTENUMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES DEALER PROFILE

HELP	DEALER <b>CONTACTS</b> SALES FUNDING
MAIN MENU	COMMERCIAL VEHICLE DEPARTMENT CONTACTS
REQUEST QUOTE	1ST CONTACT NAME EMAIL
CREDIT APPLICATION	<input type="text" value="&amp;E_CONTACT1_NAME_CHECK&amp;"/> <input type="text" value="&amp;E_CONTACT1_EMAIL&amp;"/>
APPLICATION STATUS	TITLE PHONE
EDIT DEALER PROFILE	<input type="text" value="&amp;E_CONTACT1_TITLE&amp;"/> <input type="text" value="&amp;E_CONTACT1_PHO"/>
ROI	2ND CONTACT NAME EMAIL
ANALYST SUMMARY	<input type="text" value="&amp;E_CONTACT2_NAME_CHECK&amp;"/> <input type="text" value="&amp;E_CONTACT2_EMAIL&amp;"/>
REPORTS	TITLE PHONE
WHAT'S NEW	<input type="text" value="&amp;E_CONTACT2_TITLE&amp;"/> <input type="text" value="&amp;E_CONTACT2_PHO"/>
	<input type="button" value="ADD CONTACT"/> <input type="button" value="DELETE CONTACT"/>
	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>

 GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

GE CAPITAL FLEET SERVICES

AUDI DEMO
QUOTE:# &E\_QUOTENUMBER&
USER: DATE: 7/26/1999

DEALER PROFILE

SEARCH

HELP
MAIN MENU
REQUEST QUOTE
CREDIT APPLICATION
APPLICATION STATUS
EDIT DEALER PROFILE
ROI
ANALYST SUMMARY
.REPORTS
WHAT'S NEW
EXIT
CONTACT US

DEALER
CONTACTS
SALES
FUNDING

COMMERCIAL SALES INFORMATION

APPROX. ANNUAL COMMERCIAL SALES VOLUME (\$)

&E\_ANNUAL\_COM\_SALES&

MAKES OF VEHICLES SOLD: DEALER CODE

FORD

MAKES OF VEHICLES SOLD: DEALER CODE

FORD

MAKES OF VEHICLES SOLD: DEALER CODE

FORD

BODY TYPES:

FINANCE SOURCES

☐ BANKS/CREDIT UNIONS
☐ CAPTIVE FINANCE COMPANIES (I.E. GMAC)
☐ LEASING COMPANIES
☐ OTHER SOURCES

«PREV

NEXT»


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 22


DEALER PROFILE - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# &E\_QUOTESNUMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES DEALER PROFILE

HELP	DEALER	CONTACTS	SALES	FUNDING
------	--------	----------	-------	---------

FUNDING INFORMATION

TAX IDENTIFICATION #

PREFERRED PAYMENT METHOD  
☐ WIRE TRANSFER

WIRE TRANSFER INFORMATION REQUIRED

WT REPEAT #:

BANK NAME:

BANK ABA #:

BANK CITY #:

BANK STATE #:

ACCOUNT NAME #:

ACCOUNT #:

☐ OVERNIGHT CHECK  (ATTENTION)

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

**INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER**

---

FILE EDIT VIEW GO FAVORITES HELP

---

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

---

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

---

AUDI DEMO QUOTE# USER: DATE:

---

GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

---

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	<b>DEALER INFORMATION</b> DEALER NAME <input type="text" value="{&amp;E_DEALER_NAME&amp;}"/>  DEALER NAME <input type="text" value="{&amp;E_CONTACT_NAME&amp;}"/>  PHONE <input type="text" value="{&amp;E_DEALER_PHON}"/> FAX <input type="text" value="{&amp;E_DEALER_FAX_}"/>				
REQUEST QUOTE	DEALER RESERVE (POINTS AS A % OF CAP. COST): <input type="text" value="0%"/> ▾				
CREDIT APPLICATION	DEALER DOCUMENTATION/ACQUISITION FEE MARK-UP: <input type="text" value="\$0"/> ▾				
APPLICATION STATUS	DEALER ACCOUNT MANAGER <input type="text" value="{&amp;E_DAM_NAME_}"/>		PHONE <input type="text" value="{&amp;E_DAM_PHON}"/>		FAX <input type="text" value="{&amp;E_DAM_FAX_}"/>
EDIT DEALER PROFILE	CREDIT BUYER <input type="text" value="{&amp;E_CB_NAME_CH}"/>		PHONE <input type="text" value="{&amp;E_CB_PHONE}"/>		FAX <input type="text" value="{&amp;E_CB_FAX_PH}"/>
ROI					
ANALYST SUMMARY					
REPORTS					
WHAT'S NEW					
EXIT					
CONTACT US					

---


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 24


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
<p>VEHICLE AND FINANCING INFORMATION</p> <p>CUSTOMER NAME: <input type="text"/> VEHICLES TO BE LICENSED IN: <input type="text"/></p> <p>MODEL YEAR: <input type="text"/> MAKE: <input type="text"/> MODEL: <input type="text"/> PRICE \$ <input type="text"/></p> <p>UPFITTING DESCRIPTION <input type="text"/> PRICE \$ <input type="text"/></p> <p>TRADE EQUITY \$ <input type="text"/></p> <p>CASH DOWNPAYMENT \$ <input type="text"/></p> <p>TOTAL DEDUCTIONS \$ <input type="text"/></p> <p>TITLE, LICENSE &amp; REGISTRATION \$ <input type="text"/></p> <p>SALES TAX (UPFRONT TAX STATES ONLY) \$ <input type="text"/></p> <p>TOTAL AMOUNT TO BE FINANCED \$ <input type="text"/></p> <p>TAX RATE TO BE CHANGED ON MONTHLY PAYMENT <input type="text"/> %</p> <p>ASSET TYPE <input type="text" value="CARS (NON-LUXURY)"/> <input type="button" value="v"/></p> <p>LEASE TERM (NUMBER OF MONTHS) <input type="text"/></p> <p>RESIDUAL \$ <input type="text"/> OR <input type="text"/> %</p> <p>EFFECTIVE TERM <input type="text"/></p> <p><input type="button" value="«PREV"/> <input button"="" type="button" value="HELP"/>  <input type="button" value="MAIN MENU"/>  <input type="button" value="REQUEST QUOTE"/>  <input type="button" value="CREDIT APPLICATION"/>  <input type="button" value="APPLICATION STATUS"/>  <input type="button" value="EDIT DEALER PROFILE"/>  <input type="button" value="ROI"/>  <input type="button" value="ANALYST SUMMARY"/>  <input type="button" value="REPORTS"/>  <input type="button" value="WHAT'S NEW"/>  <input type="button" value="EXIT"/>  <input type="button" value="CONTACT US"/> </p>					




Fig. 25


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP


BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

HELP	DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
MAIN MENU	INTERNAL CV				
REQUEST QUOTE	TRANSACTION MONTH <input type="text" value="JANUARY"/>		LEASE TYPE <input type="text" value="OPERATING LEASE"/>		
CREDIT APPLICATION	APR/MONTHLY PAYMENTS <input type="text"/>		<input type="button" value="COMPUTE MONTHLY PAYMENTS"/>		
APPLICATION STATUS	NUMBER OF ADVANCE PAYMENTS AT: <input type="text"/> <input type="radio"/> 1ST MONTH <input type="radio"/> 2ND MONTH				
EDIT DEALER PROFILE	DEALER FEE (IN DOLLARS): <input type="text"/>		OR DEALER FEE (IN PERCENT) %: <input type="text"/>		
ROI	MONTHLY FEE: <input type="text"/>		PRI: <input type="text"/>		
ANALYST SUMMARY	GECFS DOC FEE: <input type="text"/>		CV %: <input type="text"/>		
REPORTS	TAX LIFE: <input type="radio"/> 3 YEARS <input type="radio"/> 5 YEARS <input type="radio"/> 7 YEARS		FIXED OR FLOATING RATE: <input type="radio"/> FIXED RATE <input type="radio"/> FLOAT RATE		
WHAT'S NEW	<input type="button" value="«PREV"/> <input type="button" value="NEXT»"/>				
EXT					
CONTACT US					

 GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

26/36

Fig. 26

INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS

FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

GE CAPITAL FLEET SERVICES

AUDI DEMO

QUOTE# USER: DATE:

INTERNAL QUOTE REQUEST

HELP

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

DEALER VEHICLE INTERNAL CV TERMS APPROVALS

APPROVALS, COMMENTS/SPECIAL REQUIREMENTS

PAYMENT TERMS (DAYS):

UPFIT FEE:

LATE PAYMENT CHARGE (PER MONTH):

INTERIM INTEREST (%):

BILL THRU:

«PREV NEXT»


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 27


INTERNAL QUOTE REQUEST - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/DEALERPROFILE.HTML

AUDI DEMO QUOTE# USER: DATE:

 GE CAPITAL FLEET SERVICES INTERNAL QUOTE REQUEST

DEALER	VEHICLE	INTERNAL CV	TERMS	APPROVALS
CONTRACTUAL TERMS & CONDITIONS				
PRICING PREPARED BY: <input type="text" value="GE_USERID&amp;"/>				
ACCOUNT MANAGER: <input type="text"/>		SALES MANAGER: <input type="text"/>		
TERRITORY/CUST. SVC. MGR.: <input type="text"/>		PRICING COMMITTEE: <input type="text"/>		
COMMENTS/SPECIAL REQUIREMENTS: <div><input type="text"/></div>				
<input type="button" value="«PREV"/> <input type="button" value="SAVE"/> <input type="button" value="CLEAR"/> <input type="button" value="CANCEL"/> <input type="button" value="NEXT»"/>				

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

HELP  
MAIN MENU  
REQUEST QUOTE  
CREDIT APPLICATION  
APPLICATION STATUS  
EDIT DEALER PROFILE  
ROI  
ANALYST SUMMARY  
REPORTS  
WHAT'S NEW

Fig. 28

28/36

**ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER**

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

**GE CAPITAL FLEET SERVICES ANALYST SUMMARY** QUOTE# &E\_QUOTENUMBER& USER: DATE: 7/26/1999

**SEARCH**

<p><b>HELP</b></p> <p><b>MAIN MENU</b></p> <p><b>REQUEST QUOTE</b></p> <p><b>CREDIT APPLICATION</b></p> <p><b>APPLICATION STATUS</b></p> <p><b>EDIT DEALER PROFILE</b></p> <p><b>ROI</b></p> <p><b>ANALYST SUMMARY</b></p> <p><b>REPORTS</b></p> <p><b>WHAT'S NEW</b></p> <p><b>EXIT</b></p> <p><b>CONTACT US</b></p>	<p><b>SUMMARY</b> <b>CUSTOMER</b> <b>BUSINESS</b> <b>PRINCIPAL</b> <b>COLLATERAL</b> <b>DEALER</b> <b>DOCUMENTS</b></p> <p><b>CREDIT DECISION/SUMMARY</b></p> <p>STATUS: <input type="text"/> ELAPSED TIME: <input type="text"/></p> <p>QUOTE <input type="text"/> NO AVAILABLE TIMES <input type="text"/></p> <p>CUSTOMER NAME: <input type="text"/> CONTACT NAME: <input type="text"/> PHONE: <input type="text"/> FAX: <input type="text"/></p> <p>DEALER NAME: <input type="text"/> COMMERCIAL NAME: <input type="text"/> PHONE: <input type="text"/> FAX: <input type="text"/></p> <p>YEAR BUSINESS STARTED: <input type="text"/></p> <p>TERRITORY: <input type="text"/> DAM: <input type="text"/> PHONE: <input type="text"/> FAX: <input type="text"/></p> <p>CREDIT BUYER: <input type="text"/> PHONE: <input type="text"/> FAX: <input type="text"/></p> <p>TRANSACTION SPECIALIST: <input type="text"/> PHONE: <input type="text"/> FAX: <input type="text"/></p> <p>MODEY YEAR: <input type="text"/> MAKE: <input type="text"/> MODEL: <input type="text"/> MSRP: <input type="text"/></p> <p>TOTAL CAP: <input type="text"/></p> <p>UPFIT DESCRIPTION: <input type="text"/> MSRP%: <input type="text"/> AMT TO BE FUNDED: <input type="text"/></p> <p>PAYMENT: <input type="text"/> DEALER RESERVE %: <input type="text"/> DEALER RESERVE \$: <input type="text"/></p> <p>PAYMENT W/TAX: <input type="text"/> DEALER DOC FEE: <input type="text"/> LEASE TYPE: <input type="text"/></p> <p>TAX RATE: <input type="text"/> CV %: <input type="text"/> APR %: <input type="text"/></p> <p>TOAST REQUIRED: <input type="text"/> STATUS: <input type="text"/> APPROVED EFFECTIVE TERM: <input type="text"/></p> <p><input type="radio"/> YES <input type="radio"/> NO <input type="text"/> PENDING <input type="text"/></p> <p><b>PENDING</b> <input type="text"/></p> <p><b>POSITIVES/MITIGANTS</b></p> <p><input type="checkbox"/> HOME OWNER</p> <p><input type="checkbox"/> DOWN PAYMENT</p> <p><input type="checkbox"/> LONG TIME IN BUSINESS</p> <p><input type="checkbox"/> STRONG COLLATERAL</p> <p><input type="checkbox"/> GOOD AMORT TERM</p> <p><input type="checkbox"/> LOW REVOLVING AND/OR HIGH AVAILABILITY</p> <p><input type="checkbox"/> WELL PAID CREDIT</p> <p>OTHER: <input type="text"/></p> <p><b>CREDIT ANALYST DECISION JUSTIFICATION:</b></p> <p><input type="text"/></p> <p><b>VIEW CREDIT APP</b> <b>VIEW QUOTES</b> <b>VIEW CREDIT SCORES</b></p> <p><b>«PREV</b> <b>NEXT»</b></p>
---	--

**NEGATIVE RISKS**

☐ SHORT TIME IN BUSINESS

☐ EXTENDED TERMS

☐ LIENS/JUDGMENT/REPOS

☐ HIGH REVOLVING AND/OR LOW AVAILABILITY

☐ NO LIKE CREDIT

☐ BANKRUPTCY

☐ POOR PAY HISTORY

OTHER:

**GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM**

29/36

Fig. 29

ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER	
FILE EDIT VIEW GO FAVORITES HELP	
<div> <div>  BACK            FORWARD            STOP            REFRESH            HOME            SEARCH            FAVORITES            HISTORY            CHANNELS         </div> <div>  FULL SCREEN            MAIL            PRINT            EDIT         </div> </div>	
ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML	
<div> <div>  GE CAPITAL FLEET SERVICES           ANALYST SUMMARY           <div>SEARCH <input type="text"/></div> </div> <div>             AUDI DEMO             QUOTE# &amp;E_QUOTENUMBER&amp; USER: DATE: 7/26/1999           </div> </div>	
<div> <div>HELP</div> <div>MAIN MENU</div> <div>REQUEST QUOTE</div> <div>CREDIT APPLICATION</div> <div>APPLICATION STATUS</div> <div>EDIT DEALER PROFILE</div> <div>ROI</div> <div>ANALYST SUMMARY</div> <div>REPORTS</div> <div>WHAT'S NEW</div> <div>EXIT</div> <div>CONTACT US</div> </div>	<div> <div>SUMMARY   CUSTOMER   BUSINESS   PRINCIPAL   COLLATERAL   DEALER   DOCUMENTS</div> <div>TIME STATUS (IN BUSINESS HOURS)</div> <div>           PHASE: &amp;E_PHASE&amp;            START TIME: &amp;E_START_TIME&amp; STOP TIME: &amp;E_STOP_TIME&amp;            TOTAL ELAPSED TIME: &amp;E_TOTAL_ELAPSED_TIME&amp;         </div> <hr/> <div> <div>           QUOTE: &amp;E_QUOTE_NO&amp;            CUSTOMER QUOTE DECISION: &amp;E_CUST_DECISION&amp;            CREDIT APP PROCESSING: &amp;E_CREDIT_APP_PROC&amp;            CUSTOMER DECISION: &amp;E_CUST_DEC&amp;            DOCUMENT PROCESSING: &amp;E_DOC_PROCESS&amp;            FUNDING REQUEST: &amp;E_FUNDING_REQ&amp;            DOCS RECEIVED AT GE: &amp;E_DOCS_RECDC&amp;            TOTAL: &amp;E_TOTAL&amp;         </div> <div>           QUOTE REQUEST SUBMITTED: &amp;E_QUOTE_REQ_SUBMITTED&amp;            QUOTE RETURNED: &amp;E_QUOTE_RETURNED&amp;            CREDIT APP SUBMITTED: &amp;E_CREDIT_APP_SUBMITTED&amp;            CREDIT DECISION MADE: &amp;E_CREDIT_DECISION_MADE&amp;            REQUEST FOR DOCUMENTS: &amp;E_REQ_DOCS&amp;            DOCS SENT TO CUSTOMER: &amp;E_DOCS_SENT_CUST&amp;         </div> </div> <hr/> <div>           SUMMARY            GE ELAPSED TIME: &amp;E_ELAPSEDTIMETOTAL&amp;            CUSTOMER ELAPSED TIME: &amp;E_ELAPSEDCUSTTIME&amp;         </div> </div>
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM	

Fig. 30

30/36

ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E\_QUOTENUMBER& USER: DATE: 7/26/1999

GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

CREDIT DECISION/SUMMARY

LEGAL CORPORATE NAME/BUSINESS NAME  NON-PROFIT ☐

STREET ADDRESS

STREET ADDRESS 2

CITY  STATE  ZIP  COUNTY

SELECT ONE BUSINESS START DATE  CONTACT NAME

☐ CORPORATION  
☐ PARTNERSHIP  
☐ SOLE PROPRIETORSHIP

PHONE:  FAX:

IF CORPORATION

DATE OF INCORPORATION  STATE OF INCORP.  CORPORATE ID NO.

CURRENT FLEET SIZE WHERE FINANCED? (OPTIONAL)

<input type="checkbox"/> CARS	GE CAPITAL <input type="text" value=""/>
<input type="checkbox"/> LUXURY CARS	GE CAPITAL <input type="text" value=""/>
<input type="checkbox"/> LIGHT TRUCKS	GE CAPITAL <input type="text" value=""/>
<input type="checkbox"/> MEDIUM TRUCKS	GE CAPITAL <input type="text" value=""/>
<input type="checkbox"/> HEAVY DUTY TRUCKS	GE CAPITAL <input type="text" value=""/>
<input type="checkbox"/> TRAILERS	GE CAPITAL <input type="text" value=""/>

CURRENT CUSTOMER ☐ YES ☐ NO

CORP. CODE  FLEET #

COLLECTOR NAME:  COLLECTOR PHONE:

STATUS:  OUTSTANDING BANK VALUE \$:

Y2K EVALUATED ☐ YES ☐ NO

CONTACT:  PHONE:

COMPANY NAME:  DATE LAST UPDATED:

DUNS#:  SIC CODE:  SIC CODE:

RATING:  # OF EMPLOYEES:  HISTORY:

PAYDEX:  % W/IN TERMS:  # TRADES:

HIGHEST CREDIT \$:  AUDIT STATUS:  STATEMENT DATE:

NOTES:


GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM

Fig. 31


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E\_QUOTENEMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

MAIN MENU

REQUEST QUOTE

CREDIT APPLICATION

APPLICATION STATUS

EDIT DEALER PROFILE

ROI

ANALYST SUMMARY

REPORTS

WHAT'S NEW

EXIT

CONTACT US

PRINCIPAL INFORMATION

OWNER NAME:  TITLE:  % OF OWNERSHIP:

PHONE:  SS#:  DATE OF BIRTH:

ADDRESS:  ADDRESS2:

CITY:  STATE:  ZIP:

HOME OWNERSHIP STATUS:

PUBLIC RECORDS: <input type="text"/>	PAST DUE AMT: <input type="text"/>	INQUIRIES: <input type="text"/>	SALES ACCTS: <input type="text"/>
INSTALL BALANCE: <input type="text"/>	SCH/EST PMT: <input type="text"/>	INQUIRES/6 MO.: <input type="text"/>	NOW DEL/DAY: <input type="text"/>
REAL ESTATE BALANCE: <input type="text"/>	PAYMENT: <input type="text"/>	TRADELINES: <input type="text"/>	WAS DEL/DAY: <input type="text"/>
REVOLVING BALANCE: <input type="text"/>	REVOLVING AVAILABLE: <input type="text"/>	PAID ACCOUNTS: <input type="text"/>	OLD TRADE: <input type="text"/>
FICO SCORE: <input type="text"/>	CBR UPDATE DATE: <input type="text"/>		

Fig. 32

32/36

ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER																									
FILE EDIT VIEW GO FAVORITES HELP																									
ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML																									
GE CAPITAL FLEET SERVICES ANALYST SUMMARY <span style="float: right;">QUOTE# 8E.QUOTENEMBER&amp; USER: DATE: 7/26/1999</span>																									
[SEARCH]																									
<div>HELP</div> <div>MAIN MENU</div> <div>REQUEST QUOTE</div> <div>CREDIT APPLICATION</div> <div>APPLICATION STATUS</div> <div>EDIT DEALER PROFILE</div> <div>ROI</div> <div>ANALYST SUMMARY</div> <div>REPORTS</div> <div>WHAT'S NEW</div> <div>EXIT</div> <div>CONTACT US</div>	<div>SUMMARY   CUSTOMER   BUSINESS   PRINCIPAL   COLLATERAL   DEALER   DOCUMENTS</div> <div>COLLATERAL INFORMATION</div> <div>           CUSTOMER NAME <input type="text"/>           NON-PROFIT <input type="checkbox"/>           VEHICLES TO BE LICENSED IN: <input type="text" value="MN"/> </div> <div>           MODEL YEAR: <input type="text"/>           MAKE: <input type="text"/>           MODEL: <input type="text"/>           PRICE \$ <input type="text"/> </div> <div>           UPFITTING DESCRIPTION <input type="text"/>           PRICE \$ <input type="text"/> </div> <div>           TRADE EQUITY \$ <input type="text"/> </div> <div>           CASH DOWN/PAYMENT \$ <input type="text"/> </div> <div>           TOTAL DEDUCTIONS \$ <input type="text"/> </div> <div>           TITLE, LICENSE &amp; REGISTRATION \$ <input type="text"/> </div> <div>           SALES TAX (UPFRONT TAX STATES ONLY) \$ <input type="text"/> </div> <div>           TOTAL AMOUNT TO BE FINANCED \$ <input type="text"/> </div> <div>           TAX RATE TO BE CHARGED ON MONTHLY PAYMENT <input type="text"/> %         </div> <div>           ASSET TYPE <input type="text" value="CARS (NON-LUXURY)"/> </div> <div>           LEASE TERM (NUMBER OF MONTHS) <input type="text"/> </div> <div>           RESIDUAL \$ <input type="text"/> OR <input type="text"/> %         </div> <div>           EFFECTIVE TERM <input type="text"/> </div> <div> <table border="0"> <tr> <td>GE DOCUMENT FEE:</td> <td>DEALER DOCUMENT</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> </tr> <tr> <td>MSRP:</td> <td>% OF MSRP</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> </tr> <tr> <td>PAYMENT FACTOR:</td> <td></td> </tr> <tr> <td><input type="text"/></td> <td></td> </tr> <tr> <td colspan="2">TOTAL % DOWN (ADVANCE PMTS + DOWN PMT + TRADES)/(CHASSIS + UPFIT):</td> </tr> <tr> <td colspan="2"><input type="text"/></td> </tr> <tr> <td>CV %:</td> <td>APR %:</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text"/></td> </tr> <tr> <td colspan="2">NOTES:</td> </tr> <tr> <td colspan="2"><input type="text"/></td> </tr> </table> </div> <div> <div>«PREV</div> <div>NEXT»</div> </div>	GE DOCUMENT FEE:	DEALER DOCUMENT	<input type="text"/>	<input type="text"/>	MSRP:	% OF MSRP	<input type="text"/>	<input type="text"/>	PAYMENT FACTOR:		<input type="text"/>		TOTAL % DOWN (ADVANCE PMTS + DOWN PMT + TRADES)/(CHASSIS + UPFIT):		<input type="text"/>		CV %:	APR %:	<input type="text"/>	<input type="text"/>	NOTES:		<input type="text"/>	
GE DOCUMENT FEE:	DEALER DOCUMENT																								
<input type="text"/>	<input type="text"/>																								
MSRP:	% OF MSRP																								
<input type="text"/>	<input type="text"/>																								
PAYMENT FACTOR:																									
<input type="text"/>																									
TOTAL % DOWN (ADVANCE PMTS + DOWN PMT + TRADES)/(CHASSIS + UPFIT):																									
<input type="text"/>																									
CV %:	APR %:																								
<input type="text"/>	<input type="text"/>																								
NOTES:																									
<input type="text"/>																									
GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM																									




Fig. 33

33/36


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E.QUOTENUMBER& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

COLLATERAL INFORMATION

DEALER NAME  ☐ DEALER ☐ BROKER

ADDRESS  PHONE

ADDRESS  FAX

CITY  STATE  ZIP

COMMERCIAL CONTACTS

1) NAME  PHONE

TITLE  FAX

2) NAME  PHONE

TITLE  FAX

3) NAME  PHONE

TITLE  FAX

FEE MARKUP  DEALER RESERVE

NOTES:

REPORTS

☐ YIELD (QUOTE TO FUNDING RATIOS / VOLUME)

☐ DEALER BROKER AGREEMENT

☐ VIEW

☐ FINANCIALS RECEIVED

«PREV» «NEXT»

GE CAPITAL FLEET SERVICES VEHICLE ORDERING SYSTEM


Fig. 34

34/36


ANALYST SUMMARY - MICROSOFT INTERNET EXPLORER

FILE EDIT VIEW GO FAVORITES HELP

BACK FORWARD STOP REFRESH HOME SEARCH FAVORITES HISTORY CHANNELS FULL SCREEN MAIL PRINT EDIT

ADDRESS  HTTP://USEPRAS08CFTSGE/AUDI/HTML/ANALYSTSUMMARY.HTML

AUDI DEMO QUOTE# &E.QUOTE#& USER: DATE: 7/26/1999

 GE CAPITAL FLEET SERVICES ANALYST SUMMARY

HELP	SUMMARY	CUSTOMER	BUSINESS	PRINCIPAL	COLLATERAL	DEALER	DOCUMENTS
------	---------	----------	----------	-----------	------------	--------	-----------

DOCUMENTS

IMPORTANT

PLEASE SIGN, DATE AND INITIAL THE FOLLOWING DOCUMENTS ONLY WHEN YOU SEE AN X NEXT TO THE SIGNATURE BLOCK LINE. THE REMAINING BLANK LINES THAT YOU SEE IN THE DOCUMENTS WILL BE FILLED IN BY OUR OPERATIONS DEPARTMENT AT THE TIME OF FUNDING.

PLEASE USE THE CHECKLIST BELOW TO ENSURE THAT A COMPLETE PACKAGE IS RETURNED TO THE "SERVICES" GROUP FOR PROMPT FUNDING.

DOCUMENTS

- ☐ MASTER LEASE AGREEMENT (SIGN, DATE AND INITIAL)
- ☐ RATE SCHEDULE (SIGN)
- ☐ BUSINESS USE CERTIFICATION
- ☐ SCHEDULE A (SIGN)
- ☐ EXHIBIT S (SIGN AND DATE)
- ☐ CONTINUING GUARANTEE (SIGN, DATE AND NOTARIZE)

CHECK OR DEPOSIT TO VENDOR

- ☐ SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFC. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.

INSURANCE

- ☐ SEE THE INVOICE ACCOMPANYING THE DOCUMENT PACKAGE. MAKE THE CHECK PAYABLE TO GEFC. IF FUNDS ARE PAID TO DEALER, PLEASE SHOW THIS ON THE INVOICE.

FRONT AND BACK COPY OF THE MSO/TITLE

- ☐ SEE TITLING INSTRUCTIONS PROVIDED WITH THE DOCUMENTS.

DEALER INVOICES

- ☐ SHOW ANY TRADES OR DEPOSITS. MAKE INVOICE TO:  
GELCO CORPORATION  
3 CAPITAL DRIVE  
EDEN PRAIRIE, MN 55344

PLEASE MAIL COMPLETED PACKET TO: GE CAPITAL FLEET SERVICES, ATTN: CATHY ROBERTS VATRK AT 3 CAPITAL DRIVE, EDEN PRAIRIE, MN 55344

MISC. DOCUMENTS (AS NEEDED)

- ☐ TAX EXEMPTION CERTIFICATE
- ☐ UCC

IF YOU HAVE ANY QUESTIONS ABOUT ANY OF THE ABOVE ITEMS, PLEASE CALL AMY JERDEE AT 1-800-875-5969 EXT. 2055

Fig. 35

<b>CUSTOMER INFORMATION</b>			
CUSTOMER: ORITZ METAL SHOP ADDRESS: 5 WILLY WONKA BLVD CITY: MTKA STATE: MN ZIP: 55351			
<b>CUSTOMER INFORMATION</b>			
LEASE TYPE:	OPEN END / OPERATING LEASE	MONTHLY PAYMENTS:	382.19
TAX BENEFITS:	RETAINED BY GECFS	RESIDUAL:	8,000.00
ASSET TYPE:	TRACTOR	CYCLE MONTH:	50
CAP COST:	22,618		
<b>CONTRACTUAL PRICING</b>			
DEALER FEE:	113.09	FUNDING MONTH:	MARCH
DOC FEE:	150.00	INTEREST INDEX:	2 YR TSY
		CALCULATION:	MORTGAGE
PAYMENTS IN ADVANCE		365 DAY INTEREST:	YES
<b>CONTRACTUAL TERMS AND CONDITIONS</b>			
PAYMENT TERMS	10 DAYS	UPFIT FEE:	N/A
LATE PAYMENT CHARGE	1.5%	INTERIM INTEREST:	PRIME + 1%
BILL THROUGH	SOLD		
EFFECTIVE DATE OF PRICING:	FIRST MONTH AFTER GECFS SIGNS NEW CONTRACTS		
RULE 15/16			
<b>COMMENTS / SPECIAL REQUIREMENTS</b>		<b>CUSTOMER LEASE PROFITABILITY</b>	
		DISCOUNTED CASH FLOWS:	
		NET REVENUE:	\$ 6,863 11.05%
		INTEREST EXPENSE:	\$ 3,506 5.65%
<b>COMMENTS / SPECIAL REQUIREMENTS</b>		CONTRIBUTED VALUE	\$ 3,357 5.41%
ACCOUNT MANAGER:		CUMULATIVE ANI	\$745,177
SALES MANAGER:			
TERRITORY MANAGER:			
PRICING COMMITTEE:			

36/36

Fig. 36

GE CAPITAL  
FLEET SERVICES

## LEASE PROPOSAL

TODAY'S DATE: 11/15/99

QUOTE EXPIRATION: 12/15/99

TO: \_\_\_\_\_  
CONTACT: \_\_\_\_\_  
FAX#: \_\_\_\_\_  
FROM: \_\_\_\_\_  
FAX#: \_\_\_\_\_  
CUSTOMER: \_\_\_\_\_

## TERMS OF PROPOSAL

PURCHASE PRICE: 22,618  
FINANCED AMOUNT: 22,618  
TERM (MONTHS): 50  
RESIDUAL: 8,000  
RESIDUAL%: 35.37%  
MONTHLY PAYMENT: \$382.19  
DOCUMENTATION FEE: \$150.00  
DEALER FEE: \$113.09  
APR: 10.0000%

THIS PROPOSAL DOES NOT CONSTITUTE A COMMITMENT BY GECFS TO ENTER INTO THE PROPOSED TRANSACTION AND DOES NOT CREATE A CONTRACT. A COMMITMENT IS CONTINGENT UPON: 1) CREDIT APPROVAL 2) PREPARATION AND EXECUTION OF TRANSACTION DOCUMENTATION ACCEPTABLE TO GECFS, 3) AND THE COMPLETION AND FUNDING OF THE TRANSACTION WITHIN THIRTY (30) DAYS FROM THE DATE OF THIS PROPOSAL

\_\_\_\_\_  
ACCEPTED\_\_\_\_\_  
OFFERED